

# EXHIBIT C



## Gunja Gargeshwari

Chief Revenue Officer (CRO) Bright Data

San Francisco Bay Area

2K followers · 500+ connections



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Bright Data

## Activity



# databricks

I am excited to announce my new role as Vice President & General Manager for Latin America at Databricks, a company at the forefront of the data and...

Liked by Gunja Gargeshwari



Amazon reports better-than-expected results, as revenue jumps 13% -Earnings per share: 94 cents per share vs. 58 cents per share expected by...

Liked by Gunja Gargeshwari



Hoje foi um daqueles dias felizes, em que você acha que tudo o que vc construiu foi para um bem maior, me sinto assim. Uma das minhas mentoras um...

Liked by Gunja Gargeshwari

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## Experience



bright

### Chief Revenue Officer (CRO)

Bright Data

Feb 2023 - Present · 9 months

San Francisco Bay Area



### VP, WW Sales Platform, ZD Sunshine Conversations and ZD Sell

Zendesk

Jan 2019 - Feb 2023 · 4 years 2 months

San Francisco, California





Jun 2015 - Jan 2019 · 3 years 8 months

San Francisco Bay Area

Lead a team of sellers managing ISV focused accounts for AWS.



**Oracle**

18 years 6 months

### **Oracle Consulting Sales Senior Director, Retail and Financial Services**

Jun 2009 - Jun 2015 · 6 years 1 month

San Francisco Bay Area

Re-vitalized Oracle consulting services for the retail and financial services sector in the west region. Over \$50M in bookings over 4 years. Grew business from ground zero at key accounts to \$5-10M+ annual revenue streams for key accounts. Collaborated with Oracle license team to drive several large license deals in the sector. Forged partnerships with several key SI's to offer a complete services solution for customers.

### **Consulting Sales Senior Director, Managed Services**

Jun 2007 - Jun 2009 · 2 years 1 month

San Francisco Bay Area

Architected business value proposition, built key executive IT relationships and led sale of largest global Oracle Managed Services deals for enterprise companies Alcoa, Vale, Office Depot. Combined bookings value of deals over \$75M. Pioneered full lifecycle managed services offering for Oracle Consulting services.

### **Consulting Portfolio Senior Director**

Jun 2005 - Jun 2007 · 2 years 1 month

San Francisco Bay Area

Managed consulting delivery and P&L across several hi-tech accounts. Grew services business from a few 100K per year to several million per year at several accounts including Apple and Cisco.

### **Consulting Delivery Director**

Jun 2002 - Jun 2005 · 3 years 1 month

San Francisco Bay Area



## Program Manager, Product Development, Oracle McKinsey JV -CORA

Jun 2000 - Jun 2002 · 2 years 1 month

San Francisco Bay Area

Program Manager Product Development at Oracle-McKinsey Joint Venture to develop advanced procurement software. Managed release 1.0 of product in the US and then led transition offshore for product development organization. Pioneered setup of Oracle North America's offshore consulting organization in India.

## Project Technical Manager

Jun 1999 - Jun 2000 · 1 year 1 month

San Francisco Bay Area

Delivered various projects as middleware architect, project manager and lead developer on various custom development projects. Part of team pioneering development of Oracle's Architecture and Blueprint methodology and supporting industry specific intellectual collateral to deliver transformational roadmaps for Oracle customers.

## Delivery Consultant - Various Projects

Jan 1997 - Jun 1999 · 2 years 6 months

San Francisco Bay Area

Delivered various projects as tech lead and lead developer on various custom development projects for consulting.

## Languages

English

-

Hindi

-

## More activity by Gunja



they found themselves with a lot of work to do. Not only did they have to split off from their previous owners, but they also required a full digital transformation of people, process, and technology focused on their customer needs.

**Damon Venger spearheaded this massive digital transformation project to success.**

As a result, Genesys is a success story.

In order to achieve the business results we expected, our Digital Transformation initiatives followed a customer-centric approach across people...

Liked by Gunja Gargeshwari



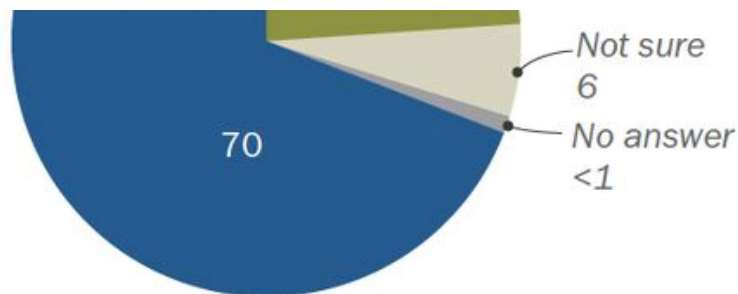
Our partnership with Amazon Web Services (AWS) has been instrumental in supporting our GenAI journey. During our recent meeting with AWS...

Liked by Gunja Gargeshwari



Have you tried <https://storist.me/> yet? We will be using this platform to quickly digest an amazing book to discuss among an international audience....

Liked by Gunja Gargeshwari



*Among those who have heard of AI, % who say that as companies use AI to collect and analyze personal information, this information **will** be used in ways that ...*

AI has a trust problem. According to Pew Research Center, most Americans who have heard of AI don't trust companies to use it responsibly and say...

Liked by Gunja Gargeshwari



For those seeking a great Enterprise AE opportunity this maybe a great fit for you. Aaron is a true pro seeking talented persons with SaaS experience.

Liked by Gunja Gargeshwari



I had a great time reflecting on my personal journey with Aspire on their podcast series, #CFOTalks - happy to share that my episode is...

Liked by Gunja Gargeshwari



**Fantastic listen for everyone interested to learn what happens on the inside of angel groups and the minds of angel investors....thank you...**

Liked by Gunja Gargeshwari

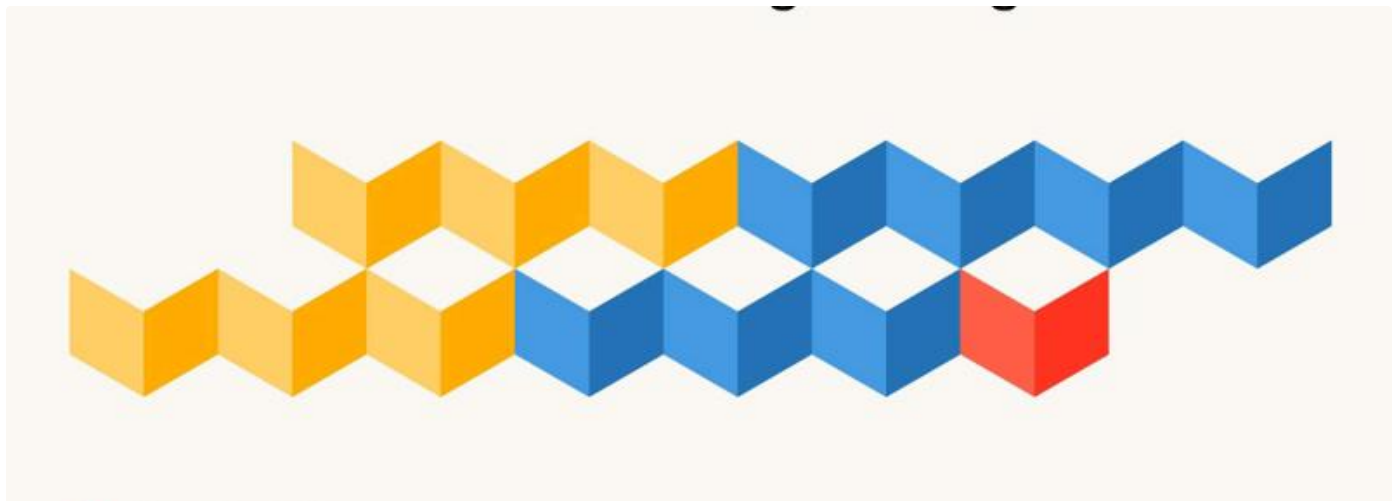
**Super excited to announce that I'm the latest tribe member at @Yellow.ai, the World's 1st Enterprise-Grade Conversational AI Platform**

Liked by Gunja Gargeshwari



**Get Ready to Uncover the Secrets of Web Data Scraping at Bright Data's Mega Virtual Event This is for each and everyone who is anyways responsible...**

Liked by Gunja Gargeshwari



**Let's demystify LLM serving on GPUs! Here we did a thorough analysis of latency/throughput tradeoffs, time to first tok, relationship to model size...**

Liked by Gunja Gargeshwari



Happy birthday 🎂 Freshworks !

Liked by Gunja Gargeshwari


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**LRG Homes Louie Realty Group - Compass**

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<https://www.linkedin.com/in/gunja-gargeshwari-5bb37>

11/14





Director of Key Accounts at Bright Data

New York, NY

Connect

**Yair Ida**

VP of SaaS Sales | Enterprise Growth at Bright Data

Israel

Connect

**Hadar Danino Zimring**

Strategic Program & Operations Executive | Multi-Disciplinary Experience | Solution & Efficiency Focused

Israel

Connect

**Or Lenchner**

CEO at Bright Data - Keeping public web data, public.

Netanya

Connect

**Tamir Roter**

Chief Corporate Development Officer at Bright Data

Israel

Connect

**Amit Shankar**

Account Manager - INDIA at Brightdata

Delhi, India

Connect

**David El Kaim**

Enterprise Sales Account Executive France & Benelux

Israel

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**Mark Granot**

[+ Connect](#)**Benjamin Segal**

Senior Sales Director @ Bright Data | Driving Business Growth

New York, NY

[+ Connect](#)**Michelle Beasley**

Data Management Specialist at Google

Oakland, CA

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**Gunja Gargeshwari**

Chief Revenue Officer (CRO) Bright Data



Chief Revenue Officer (CRO) at Bright Data

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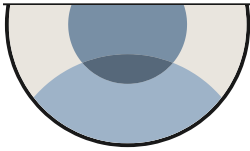
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## Jakub Glodek

Presales Leader @ Bright Data  
Walnut Creek, California, United States  
3K followers 500+ connections



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Bright Data



University of San Francisco



Company Website

## Activity



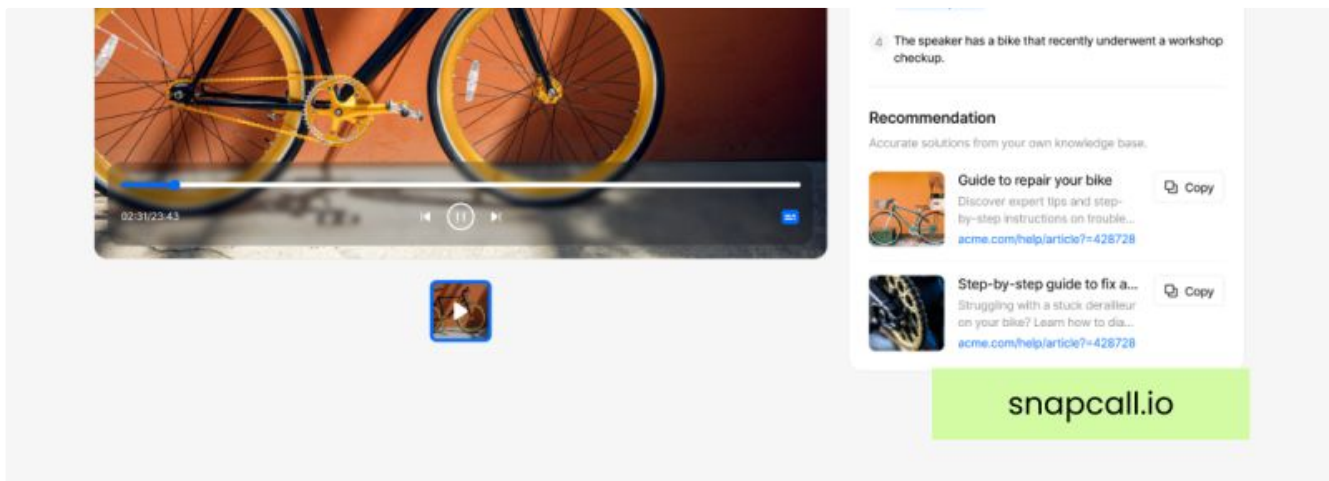
Hey Jakarta CX Friends. I am heading to your town. Feel free to ping me and maybe we can catch up. Always love to catch familiar faces and meet new...

Liked by Jakub Glodek



Do you want to hear the full story of how I took Zendesk to market in Brazil? It all started with a Salesforce report... Comment if you want to...

Liked by Jakub Glodek



Hey folks! We are thrilled to spotlight SnapCall is at the heart of the video support surge in customer service! 🚀 With 94% of folks loving video...

Liked by Jakub Glodek

[Join now to see all activity](#)

Experience



Global Head of Presales

Bright Data

Jun 2023 - Present5 months

Walnut Creek, California, United States



**Zendesk**

11 years 10 months

## **Sr. Director, Solutions Consulting, Emerging Technologies**

Jun 2021 - Jun 20232 years 1 month

Walnut Creek, California, United States

Responsible for the development and management of the Solutions Consulting organization and strategy for acquired products and strategic initiatives. Currently supporting Zendesk AI/ML and Sunshine Conversations.

## **Director, Solutions Consulting, Emerging Products**

Jan 2020 - May 20211 year 5 months

San Francisco Bay Area

Responsible for the development and management of the Solutions Consulting organization and strategy for acquired products and strategic initiatives. Currently supporting Sunshine Conversations and Sell.

## **Principal Solutions Consultant, Zendesk Sell**

Jan 2019 - Dec 20191 year

San Francisco Bay Area

Responsible for all things technical in the Zendesk Sell sales cycle.

## Senior Product Enablement Manager, Zendesk Chat

Apr 2017 - Dec 2018 1 year 9 months

San Francisco Bay Area

Focusing on supporting Sales, Product, and Operations of the Zendesk Chat product.

## Senior Solution Consultant

Oct 2012 - Mar 2017 4 years 6 months

San Francisco Bay Area

As a Solution Consultant for Zendesk, I am responsible for all technical, solution, and competitive aspects of the Zendesk sales cycle. I focus on making sure that Zendesk fits into an organization and that the technical aspects of the product, to include APIs, integrations, and customizations, are all properly understood by the customer. I regularly sell to Enterprise and Mid Market executives and assist them in convincing C-level and director level executives of the technical merits of...

Show more ▼

## Customer Advocate, Level 2

Sep 2011 - Sep 2012 1 year 1 month

San Francisco Bay Area

Provide exceptional customer service to advance issues of Zendesk, a cloud-based ticketing solution.

- Responsible for troubleshooting and solving issues that are elevated to the second level of support.
- Provide support to Strategic Accounts by being the go to person for issues with our top customers.
- Develop and provide training for all new employees in the administration of Zendesk.
- Document troubleshooting steps and provide replication techniques for...

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## IT Support Engineer

Murphy, McKay & Associates

Jun 2008 - Sep 2013 years 4 months

Lafayette, CA



## Communications Specialist

US Army

Jan 2001 - Jan 2009 years 1 month



## Patient Care Assistant

University of California, San Francisco

Jan 2003 - Jun 2008 years 6 months

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## Education





## University of San Francisco

Bachelor of Arts Politics, Minor in Legal Studies

2005 - 2007

Activities and Societies: Army ROTC, McCarthy Center



## City College of San Francisco

AA Transfer Studies

2003 - 2005

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## Licenses & Certifications



## Zendesk Accelerate Leadership Program 2020-2021

UC Berkeley Executive Education

Issued Mar 2021

Credential ID 30185919

[See credential](#)

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## Languages

### Polish

Native or bilingual proficiency

### English

Native or bilingual proficiency

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## Organizations

### Polish Club, Inc.

Vice President, Board Member

2003 - Present

### St. Stanislaus Benevolent Society, Inc.

Secretary

2003 - Present

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## Recommendations received



 **Dustin Laun**

"Jakub is one the most top notch technology strategist I've worked with. We had the great opportunity to help bring Zendesk into the Federal government. Jakub's knowledge of the industry and product immediately let me know I had a trusted advisor and was making the right choice. He really knows how to represent his company and industry. On top of it all, Jakub is just a wonderful human and I'm happy to call him a friend. Anyone would be fortunate to have Jakub on their team and would highly benefit from a conversation. "



**Christina Trifero**

"Jakub continued to impress me with his wide range of knowledge about the product, and willingness to help clients and think outside the box. He was responsive to my requests, which was so helpful when things were often moving very quickly. I enjoyed his team spirit and his passion for the product made it easy to pair up with him and help educate clients on Zendesk. "

12 people have recommended Jakub

[Join now to view](#)

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## More activity by Jakub



Intrigue filled the chef's tables at dinner last week at GIRL & THE GOAT CHICAGO, and the excitement from the #ZendeskShowcase was palpable. Great...

Liked by Jakub Glodek



We're proud of Vince Mahan's efforts serving as Lead Quality Assurance Engineer for Chorus! In fact, mabl tapped Vince to speak about "Unleashing...

Liked by Jakub Glodek





**Go big. Or go home.**

Liked by Jakub Glodek

# Product Marketing Summit

November 15 & 16, 2023  
**Chicago**

**Josh Bean**  
 Sr. Director, Product Marketing at Zendesk

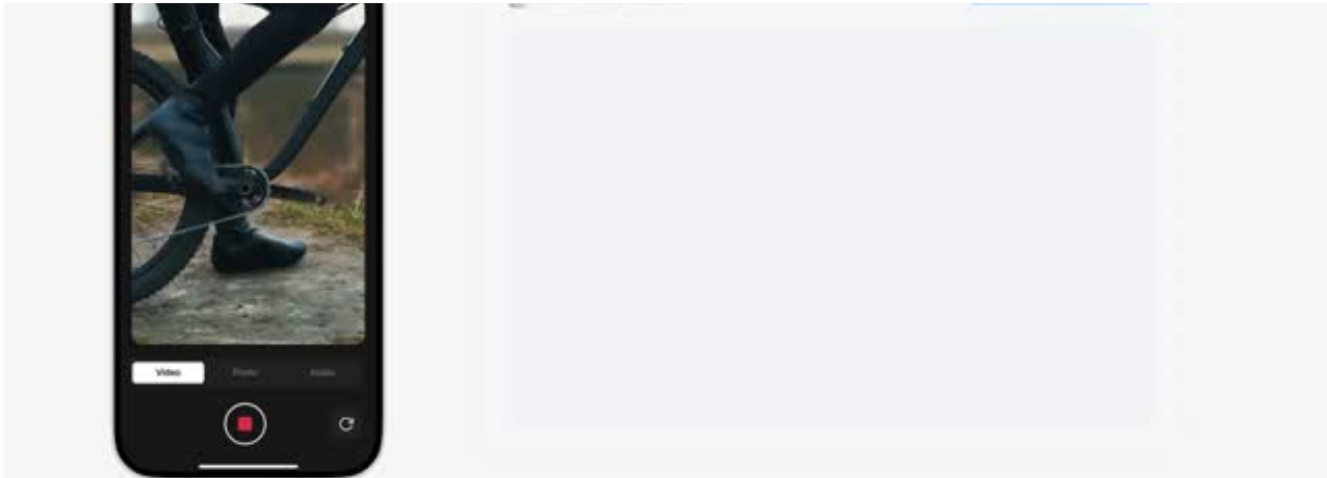
**Years ago, I would sit in the audience of events like Technori, Saastr and Growth Hackers summits, wide-eyed and soaking in every word from tech and...**

Liked by Jakub Glodek



**Black Friday is coming, and it's expected to be busier than ever. Last year, nearly 90 million people shopped...**

Liked by Jakub Glodek



**Transform your customer support experience with SnapCall! Dive into a world where issues are visualized, understood, and resolved effortlessly...**

Liked by Jakub Glodek



**Bad demo: - This is our product - This is how it works - This is why you should buy it**

**Good demo: - This is your problem - These are the...**

Liked by Jakub Glodek





Join Zendesk at Ada Interact in San Francisco on Nov. 14 and 15! Hear from Vice President of Customer Experience, Strategy and Innovation Shawn...

Liked by Jakub Glodek



I'm excited to share that I've been promoted to COO at Digital Diagnostics! Early in my career I got the great advice to look around me and pay...

Liked by Jakub Glodek



Xebia's presence and expansion in the Americas is a top strategic priority, and Hemant Ramnani – well-known sales & technology executive – will now...

Liked by Jakub Glodek



今回の発表は驚きの発表の連続でした。会場にお集まりいただいた600名以上の皆様の中でも、Zendeskユーザーの方々から「やめようかと思っていたけど新しい未来を見た」「もっと使ってみようと思った」という、Zendesk起死回生の評価をいただきました。Zendeskがいかに日本市場を重視しているかをお...

Liked by Jakub Glodek

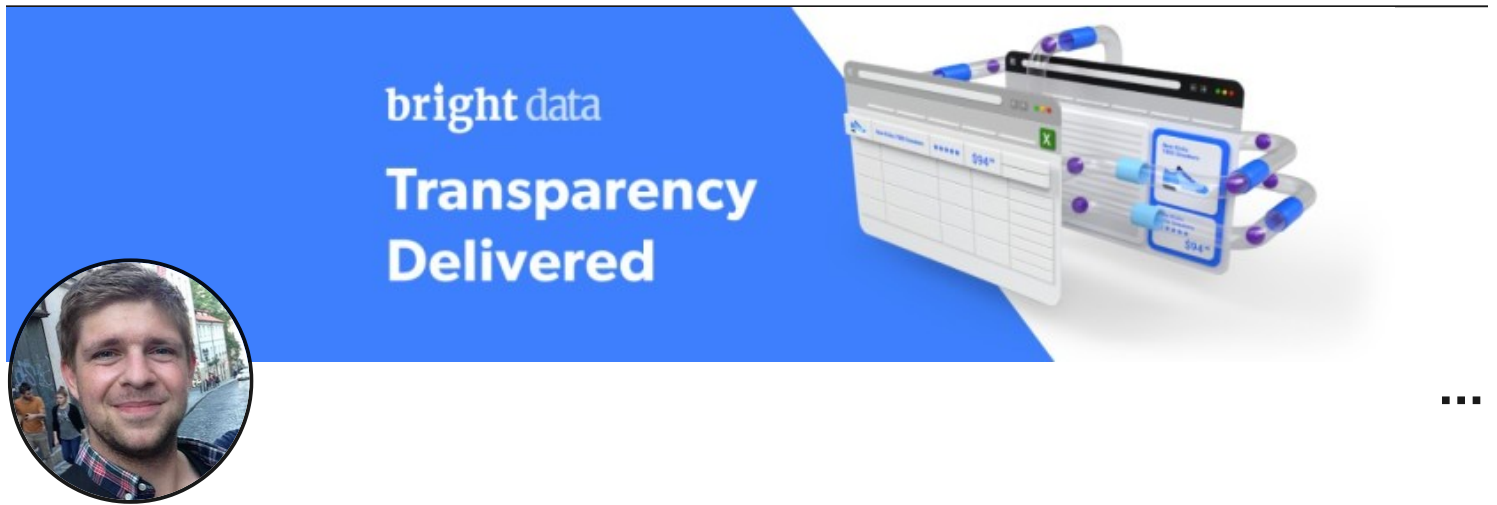
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## Ilya Link

Data Quality Engineer at Brightdata

San Francisco Bay Area

1K followers 500+ connections



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Bright Data



同济大学

## About

I am a multilingual professional with experience in language proficiency, crisis management, and a background in front-end and back-end development as a side hustle. My strong communication and leadership skills, combined with my technical background and experience in project management, make me a valuable addition to any project team. I have successfully delivered



projects in the past and am able to manage teams through challenging situations.

---

## Activity



🌐 Hello from the Global Digital Conference in Beijing! Our Bright Data team is here, joining the digital revolution and driving innovation. ⚡...

Liked by Ilya Link

# bright data

Hello folks! Big change on my end. Recently I decided to move on from Zendesk after almost 12 years of massive growth, both personally and company...

Liked by Ilya Link



Wow! this venture is shaping up nicely. We manage to onboard clients, build marketing departments for them and most importantly, bring results in 3...

Liked by Ilya Link

[Join now to see all activity](#)

## Experience



### Bright Data

4 years 11 months

### Data Quality Engineer

Jan 2023 - Present10 months

Netanya, Center District, Israel

### Technical Expert

Oct 2019 - Jan 20233 years 4 months

Netanya Area, Israel

- Data Expert, covered tech part of the deals
- Managed software development process

## Senior Support Manager

Jun 2019 - Sep 20194 months

Netanya, Central, Israel

- Onboarded new support managers
- Worked on work-flow improvements

## Support Manager CN Market

Dec 2018 - May 20196 months

Netanya, Central, Israel

I was the first CN-speaking support manager in the team

- Implemented new communication channels
- Improved documentation for CN customers
- Worked on features for current solutions to technically-localize it



## AMULEX

10 months

## Lead Project Manager

Feb 2018 - Aug 20187 months

- Led team of 13 people (Front/Back-end devs, testers, designer, analyst)
- Implemented agile methodology to development process
- Led full product lifecycle

## Project Manager

Nov 2017 - Feb 20184 months

- Performed market research
- Worked on products road mapping
- Formulated financial propositions to chief management
- Led sales presentations



## Management Intern

### Gemsense

Mar 2017 - Oct 2017 8 months

Haifa Area, Israel

- Market research and analysis, looked for potential investors in the field
- Found and brought to Israel 2 delegations, from China and Taiwan



## Front-End Developer

### Bauman Moscow State Technical University

Sep 2013 - Jul 2014 11 months

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## Education



## 同济大学

Master's degree Control Theory

2014 - 2017

- Got full government scholarship
- Main thesis topic was "Decentralized System of Interaction between Smart Devices in Smart House"
- Led Russian students association, won multiple

## students competition

- All classes were in Chinese language only
- Graduated half of a year earlier due to high score accumulated



## Bauman Moscow State Technical University

Master's degree Automatic systems of informational management

2010 - 2016

- Main focus of final thesis was "Relative algebra in databases optimization"
- Was a Student Activities committee representative
- Worked in Document Workflow department as Developer
- Initiated Russian-Chinese group on behalf of Association of Sino-Russian Technical Universities

---

## Volunteer Experience



### Team Leader

AIESEC

Jul 2012 - Aug 2012 22 months

### Economic Empowerment

A huge international, multicultural project, based in India's poor areas. The project was about bringing the governmental investment focus to poor areas, so low-class people could afford a better life for themselves. I

was a leader of one out of two teams, and my duty was to create new ways of communication between the governmental structures and poor people. We achieved our goal, even local newspapers were writing about us. As the result governmental structures brought some workers to area...

Show more ▼



## Coordinator For International Relations

Gici International

Nov 2014 - May 2015 7 months

### Economic Empowerment

I was using my skills in CN communication and cultural understanding to help foreign clients negotiate with CN import\export company about their projects.

---

## Test Scores

### HSK 5 (汉语水平考试)

Score: 284

Apr 2015

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## Languages

## Русский

Native or bilingual proficiency

## English

Full professional proficiency

## 普通话

Full professional proficiency

## עברית

Limited working proficiency

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### Recommendations received



**Yair Ida**

"Ilya Link is a fantastic person to work with. He consistently demonstrated a solid work ethic supporting Brightdata's customers. "

1 person has recommended Ilya

[Join now to view](#)

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More activity by Ilya





Cynet Security Together We Win - Tenerife 2022 what a BLAST! Never stop Running :) Join the ride... <https://lnkd.in/dXrRHhrF> Cynet Security George...

Liked by Ilya Link



Whenever I do this at work, I get weird looks. I mean, I get it: I'm 36, a fully grown adult, with a perfectly adequate ergonomic desk chair...

Liked by Ilya Link



January was my last month at Brightdata after almost 7 years. I want to thank everyone for this wonderful and exciting journey. I had the opportunity...

Liked by Ilya Link



Two years ago we started the journey of building a US #team. This is a company-wide effort to #recruit, train #new\_employees, provide the...

Liked by Ilya Link




Тестировщики...

Liked by Ilya Link

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